



## Wyoming Lender Alert

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Casper, Wyoming 82602-2839

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March 2004

Steven Despain, District Director

*Making a Difference for Small Business in Wyoming*

### UPCOMING EVENTS

- March 2 – Women's Roundtable Meeting  
Jackson
- March 3 – Women's Roundtable Meeting  
Casper and Dubois
- March 4 - Women's Roundtable Meeting  
Laramie
- March 9 - Women's Roundtable Meeting  
Sheridan
- March 16 - Women's Roundtable Meeting  
Cody
- March 18 - Women's Roundtable Meeting  
Powell
- March 27 – Johnson County Business Expo
- March 30 - WNET  
Call



### YOU ASK SBA



How do lenders contact the  
LowDoc Center or the Servicing  
Centers?



Here is the contact information  
you requested.

#### SBA LowDoc Processing Center

Sacramento LowDoc Processing Center  
U. S. Small Business Administration  
U.S. Federal Courthouse  
501 "I" Street, Suite 12-200  
Sacramento, California 95814-7307

Phone (916) 930-2410  
FAX (916) 930-2180  
FAX (916) 930-2487

Center Director Frank Pucci  
(916) 930-2450 [Robert.Pucci@sba.gov](mailto:Robert.Pucci@sba.gov)

Senior Loan Specialist Mark Frost  
(916) 930-2447 [Mark.Frost@sba.gov](mailto:Mark.Frost@sba.gov)

Loan Assistant Kristi Harris  
(916) 930-2433 [Kristi.Harris@sba.gov](mailto:Kristi.Harris@sba.gov)

SBA Fresno Commercial Loan  
Servicing Center  
2719 North Air Fresno Drive,  
Suite 107  
Fresno, CA 93727-1547

General Phone (559) 487-5650  
(You will probably get voice mail)  
General FAX (559) 487-5803  
General E-mail [Fsc.servicing@sba.gov](mailto:Fsc.servicing@sba.gov)

When contacting Fresno Servicing, always have the SBA loan number as a reference. Every letter or document you send is logged in by the loan number.

Portfolio Supervisory Loan Specialist:  
Margaret V. Soltero (559) 487-5771 X220  
[margaret.soltero@sba.gov](mailto:margaret.soltero@sba.gov)

Lender Relations Loan Specialist:  
Timothy Sabbatini (559) 487-5650 X231  
[timothy.sabbatini@sba.gov](mailto:timothy.sabbatini@sba.gov)

Customer Service Loan Specialist:  
Michelle Burke (559) 487-5771 X222  
[michelle.burke@sba.gov](mailto:michelle.burke@sba.gov)

Team A Loan Specialist:  
Lorna Bell (559) 487-5771 X224  
[lorna.bell@sba.gov](mailto:lorna.bell@sba.gov)

Team A Loan Specialist:  
Mary J. Oehlschlaeger (559) 487-5770 X228  
[maryjane.oehlschlaeger@sba.gov](mailto:maryjane.oehlschlaeger@sba.gov)

Team A Loan Specialist:  
Mr. Gary Wamhof (559) 487-5771 X227  
[gary.wamhof@sba.gov](mailto:gary.wamhof@sba.gov)

Collections Customer Service:  
Olivia Fraijo (559) 487-5809 X219  
[Olivia.fraijo@sba.gov](mailto:Olivia.fraijo@sba.gov)

The address for the Herndon Center is:

National Guaranty Purchase Center  
U.S. Small Business Administration  
Herndon Corporate Center  
1145 Herndon Parkway  
Herndon, VA 20170

Phone: (703) 487-9283 (temporary)  
E-Mail: [loanresolution@sba.gov](mailto:loanresolution@sba.gov)



## ***SBA Proposes Legislation to Add \$3 Billion to***

### ***7(a) Loan Program***



*Solution Provides More Loans, Stability to Program, and Removes Cap*

In February, the U.S. Small Business Administration announced a new legislative proposal that is expected to add at least \$3 billion in lending authority to the 7(a) loan program this year. If enacted, the bill would allow the agency to increase lending authority by more than 30 percent, providing money for thousands more small loans in fiscal year 2004. The bill would also remove the current lending cap of \$750,000, and allow loans up to \$2 million.

“This proposal builds on the success of the SBA Express program, and by significantly increasing 7(a) lending authority, will allow the SBA to reach out to tens of thousands more small business owners every year,” SBA Administrator Hector V. Barreto said. “The legislation provides more money for small business loans this year, at a time when the program is facing unprecedented demand.”

By expanding the SBA Express program, which allows lenders to apply for 7(a) loans using their own forms and processes instead of lengthy and burdensome government forms, the entire 7(a) program would move to a lower guaranty rate of 50 percent. This reform would allow the agency to increase lending authority by over 30 percent. Based on FY 2003 numbers, that increase could have resulted in more than 22,000 additional loans to America’s entrepreneurs. If enacted for FY 2004, the lower guaranty rate and increased

number of loans could provide capital to create as many as 500,000 new jobs.

The proposed changes have the added benefit of moving the 7(a) program toward the goal of a permanent zero subsidy level. Preliminary data indicates that if this proposal is passed and signed into law, 7(a) could move to zero subsidy with fees that are below current congressionally mandated rates, making 7(a) loans even more attractive to small business owners and lenders.



## HubZone Program

This program is intended to provide federal contracting opportunities for certain qualified small business concerns located in distressed communities in an effort to promote private sector investment and employment opportunities in these communities.

U. S. Government agencies designate a certain number of procurement actions as HUBZone contracts, which allows for increased opportunities for certified HUBZone firms to successfully win the contract.

To obtain HUBZone designation a firm must apply electronically and receive certification by SBA.

### HUBZone Designations

#### Seven Counties Qualify

Albany County, WY qualified as a HUBZone based on income.

Fremont County, WY qualified as a HUBZone based on unemployment.

Hot Springs County, WY qualified as a HUBZone based on income.

Lincoln County, WY qualified as a HUBZone based on unemployment.

Niobrara County, WY qualified as a HUBZone based on income.

Big Horn County, WY qualified as a HUBZone since it was redesignated based on changes in income as of September 25, 2002, and will cease this redesignation on September 25, 2005.

Uinta County, WY qualified as a HUBZone since it was redesignated based on changes in unemployment as of August 8, 2002, and will cease this redesignation on August 8, 2005.

In addition, some rural areas in other counties, and parts of Cheyenne and Casper are consider HUBZones.

To determine if your business is located in a HUBZone visit:

<https://eweb1.sba.gov/hubzone/internet/>

then click on "AreYou In a HUBZone?".

## DID YOU KNOW?

*The Small Business Development Center (SBDC) will be celebrating their 10<sup>th</sup> anniversary this year?*



The 4<sup>th</sup> Annual Native American Business Expo will be held at the Riverton Holiday Inn on April 3<sup>rd</sup>. Sponsorship and vendor tables are still available. For more information, contact Lisa Wagner, Wind River Development Fund at 307-335-7330.

